



U.S. Export Assistance Center

600 Superior Ave, Suite 700 Cleveland, OH 44114

LIVE MARKET BRIEFINGS WITH CHILE & CHINA

Our Commercial Service (CS) colleagues in Santiago and Beijing are offering FREE dialogues with U.S. companies via videoconference.

Chile - Imported \$111 million of goods from Ohio in 2001. A stable democracy whose economy over the last decade has been the fourth fastest-growing in the world, Chile has concluded a free trade agreement with the U.S. Once approved by both countries, the free trade agreement will greatly improve U.S. competitiveness in the market.

Previous video conferences with CS Santiago were market briefings and exporter Q & A sessions with Commercial Specialists in Chile. Questions were submitted in advance by exporting companies and were then addressed during the video conference.

Cleveland USEAC would like to hear from you if you would be interested in participating in such a video dialog. Depending on the response, we will then schedule a "Contacting Chile" conference at our office and ask participants to send us their questions about the Chilean market.

China - Offered by CS Beijing on Thursday, May 8 at 5pm EST. The conference will consist of a market briefing by a U.S. Commercial Officer followed by Q & A.

Cleveland USEAC can accommodate a limited number of companies

who want to take advantage of an informal meeting with Commerce specialists in China, including an opportunity to submit advance questions for one-on-one dialog during the meeting. Please contact us if interested. Note that we will be in competition with other USEAC offices for this date, and not more than three offices can be managed at one time.

CHINA'S NEW CCC MARK

As of May 1, 2003 all products appearing in the Compulsory Certification Catalog (CCC) will be required to bear the CCC mark. Imported products which do not comply will be stopped at Chinese customs and prevented from being imported until the CCC mark is produced. Products sold without the CCC mark will be fined and subject to suspension of future sales.

Cleveland USEAC is pleased to announce...

JAPAN: Export Opportunities

**One-on-One Meetings with
Commercial Officer (CO)
Steve Knode, CS Tokyo**

**Wednesday, April 16,
Cleveland USEAC offices**

Meetings scheduled in 45 minute intervals from 10:00am - 3:00pm. Availability will be on a first come, first served basis. Contact us to schedule an appointment.

There are 17 classes affecting 132 named products as a result of this regulation change. The 132 products include: electric tools; household electrical appliances; audio/video equipment; and welding machines. Its purpose is to protect the interests of consumers, to ensure personal and property safety, and to meet the requirements of environmental protection.

There are only nine qualified Chinese laboratories able to perform the product inspection and testing for the CCC Mark. These laboratories have estimated the process time for each product at approximately three months. However, foreign companies are reporting that the process actually is taking much longer.

For full details, you can contact us and request a copy of the International Market Insight (IMI) report dated November 23, 2003 or visit our web site under "Market Research."

CASE FOR AUTOMATED EXPORT SYSTEM (AES)

For products on the Commerce Control List (CCL) or State Department Munitions List, Automated Export System (AES) filings of Shipper's Export Declarations (SEDs) will be mandatory starting June 2003 (in lieu of paper SEDs). Further, AES will become mandatory (and the only acceptable method) for ALL exports by the end of 2004 (except exempt exports).

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Winter Newsletter 2003

Trade World Ohio

However, exporters should consider filing electronically now instead of later. Not only have most Government Printing Office (GPO) bookstores, closed (including Cleveland), there are real benefits to AES including:

- It costs the Foreign Trade Division of Census \$1.00 to process an SED versus 3 cents to process a record filed through AES.

- At least 50% of all SEDs contain one or more errors. The error rate on AES is below 3%, which means less delays at US Customs (they also are screening paper SEDs more closely).

- Electronic filing means more accurate statistics which means better tracking of U.S. exports to foreign markets.

The AES Branch of the Foreign Trade Division has made the conversion to AES easy for exporters. Companies can call 301-763-6856 for answers to AES questions as well as for ongoing support. An online email service is available (ASKAES@census.gov), and companies can register and use AES at www.aesdirect.gov. Latest aid is AESPeLink, software that enables you to enter information off-line, interrupt and return, until ready to submit.

Paper SED forms are still available for the time being via the GPO. Call 866-512-1800 or go to <http://bookstore.gpo.gov>. The cost is \$27.50 for a pad of 100.

SABIT GRANTS AVAILABLE FOR NIS TRAINING

The Special American Business Internship Training Program (SABIT) is pleased to announce the availability of over \$1.5 million in grants for the current year.

SABIT is a U.S. Department of Commerce initiative awarding grants to American organizations to train Eurasian managers and scientists, in order to reduce market access barriers and minimize the commercial risks of doing business in Eurasia.

The SABIT Grants Program is ideally suited for small and medium-sized businesses (SMEs) looking to establish long-term relationships with potential customers, distributors, and partners.

SABIT grants cover travel, per diem and housing costs for trainees. Additional program details can be found at: www.mac.doc.gov/sabit. Deadline for applications is March 31, 2003. Interested parties may also email SABIT Marketing Coordinator, Wesley Schmalje at: Wesley_Schmalje@ita.doc.gov.

ALL ABOUT CARNETS

Carnets are "passports" for merchandise. They are international customs documents that simplify customs procedures for the temporary importation of various types of goods (such as demonstration or exhibition materials). In the US, two types are issued: ATA Carnets and TECRO/AIT Carnets (used for temporary imports to Taiwan only).

Recognized by over 75 countries, Carnets allow for the elimination of tariffs and value-added taxes (VAT) or the posting of a security deposit normally required at the time of temporary importation. For more information about carnets, call the United States Council for International Business at (212) 354-4480, or click on "ATA Carnets" at www.uscib.org, where you can find a practical guide on obtaining a Carnet.

LEGAL RESOURCES FOR US EXPORTERS

(Source: US Trade Information Center)

The US Department of Commerce's (USDOC) Office of the Chief Counsel for International Commerce provides informal advice to US businesses and attorneys in the area of international agreements, laws, regulations and international commercial practices. Links to regulatory agency information are also available. Go to www.ita.doc.gov and find the Office on the Site Map.

Another resource is the Export Legal Assistance Network (ELAN), established by the Federal Bar Association with help from USDOC and the US Small Business Administration (SBA). ELAN is a network of lawyers who provide a free initial consultation to firms beginning to export. Go to: www.fits.org/elan or ph: (216) 443-9019.

CONTACT US!

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<http://www.export.gov>

Finally, the American Bar Association (ABA) publishes books about international business, including guides to the legal aspects of doing business in specific countries. ABA publications also contain guides to law firms abroad. A complete catalog is available at www.abanet.org.

ALTERNATIVES TO TRADE COMPLAINT RESOLUTIONS

Arbitration, a primary form of Alternative Dispute Resolution, is a means whereby parties agree to submit their disputes to an arbitrator or a panel of arbitrators whose decisions are enforceable in the courts of most countries. It is often less costly, less litigious, less time consuming and offers more privacy than do court cases.

An arbitration clause in a contract assures the ability to have recourse to this means of resolving any disputes. The American Arbitration Association has representation in most cities, and a website www.adr.org. The aforementioned Office of the Chief Counsel for International Commerce also provides information on the process.

GOVERNMENT RESOURCES FOR OVERSEAS ADVOCACY AND TRADE DISPUTES

Advocacy on behalf of U.S. suppliers is available to firms competing abroad against suppliers from other countries. Under appropriate circumstances documented by the firm, US government officials will approach a foreign government for the purpose of influencing a procurement action in favor of a US supplier. The US Department of Commerce Advocacy Center processes these requests.

Contact us for more information or go to www.ita.doc.gov/td/advocacy.

Trade complaints by a US firm against a foreign one (and vice versa) are activities that also are handled by the US Commercial Service. Depending on the dispute, the US embassy or consular offices may be contacted to attempt to resolve existing trade disputes. Trade disputes may be caused by situations such as: non-delivery of goods; goods failing to meet the buyer's expectations; payment issues; or other causes as they arise.

US government assistance is limited to informal, conciliatory efforts directed toward removing misunderstanding between the businesses concerned, so that the differences may be settled amicably. It should be understood that the US government serves only in an advisory capacity - It cannot adjudicate, arbitrate or mediate disputes.

Now available from SBA at the Cleveland USEAC...

OHIO TRADE FINANCE GUIDE

Resources for financing, credit insurance, credit reports, investment insurance, and more!

For your copy (via e-mail only), contact Regional Export Finance Manager, Patrick Hayes, at ph: (216)522-4731 or email phayes@mail.doc.gov

MARKET REPORTS FROM OVERSEAS POSTS

International Market Insight (IMIs) are brief updates within a foreign country highlighting specific market opportunities, trade events, or changes in market conditions.

Below is a sampling of January 2003 titles from the 175 reports filed by our posts in the same month. For complete IMI reports, feel free to contact us or download from our website:

Chile - Savings of US\$300 Million with Electronic Invoice Use

Turkey - Customs Clearance Procedures and Shipping Documents Requirements

Hong Kong - HK Trident Seeks Partnership with U.S. Engineers and Contractors

Egypt - Polyvinyl Chloride Resin (PVC)

United Kingdom - Prison Furniture Items - Northern Ireland Supply Opportunity

Mexico - Industrial And Medical Waste Industry

Turkey - General Turkish Standards Requirements For The European Union's CE Mark

Chile - Montecarlo Supermarket Seeks Partner

Bolivia - Bids To Purchase 4WD Wagons & Motorcycles

Taiwan - Demand For Food Waste Recycling Technology

China - Large Potential Market: Engineering Plastics Industry

China - Compulsory Certification - [see article this newsletter]

Vietnam - New State-Owned Bus-Making Venture

Latvia - Changes In Taxes January 1, 2003

United Kingdom - \$340,000 Hospital Equipment Supply Opportunity - Operating Microscopes, Video...

EVENTS CALENDAR

LOCAL & US VENUES

THE NEW RUSSIA: Real Opportunities for U.S. Businesses
Tues, March 4; 8:30am - 1:30pm.
Holiday Inn, Independence, \$50
Sponsors: US Commercial Service, Ohio Dept of Development - Int'l Trade Division, World Trade Center Cleveland, Cypress Corporation, & N Ohio District Export Council.
*Contact Cleveland USEAC for more information and reservations.

Turkey - Business Opportunities - Annual Conference 2003
Thur, March 20, 8:30am-4:30pm
Madison Sq Garden, 4 Penn Plaza, New York City, \$65 (before 3/1); \$80
Sponsor: Appalachian Turkish Trade Project.
*Contact: Gilbert Hachadorian
Gilbert.Hachadorian@mail.doc.gov
Ph: (212)809-2642

INDIA: Business & Economic Overview, Current Opportunities
Thur, March 27, 8:30a.m.-noon, \$25
Strosacker College Union, Baldwin-Wallace College, 275 Eastland Rd, Berea
Sponsors: Women in Int'l Trade -NE Ohio (WIT-NEO), Baldwin-Wallace College, US Commercial Service, World Trade Center Cleveland, N Ohio District Export Council.
*Contact: Marcia Brandstadt,
Marcia.Brandstadt@mail.doc.gov
ph: (216)522-4732

LETTERS OF CREDIT A Hands-On Workshop
Wed, April 9, 8:00am-10:00am, \$15
KeyBank Operations Center, 4910 Tiedeman Rd, Brooklyn
Sponsors: Women in Int'l Trade - NE Ohio (WIT-NEO), KeyBank, US Commercial Service.
*Contact: Wendy Drozin, WIT-NEO
wld@eltechsystems.com
ph: (440) 285-0364.

2003 ANNUAL CONFERENCE: CANADA-US LAW INSTITUTE
Fri - Sun, April 11 - 13 (call for info)
Case Western Reserve University School of Law
*Contact: Henry King, Conference Chairman: htk@po.cwru.edu, (216) 368-2096 or Julie Kraus, Conf Coordinator: jak43@po.cwru.edu, ph (216)368-1798.

EU Standards & Compliance
April (date & details TBA)
Sponsor: US Commercial Service (USCS) - Presented by USCS specialists from Brussels, Belgium.
*Contact our office for more info.

INCOTERMS 2000
Mon, May 5, 8:15am-4:30pm, \$375
Radisson Inn-Airport, 25070 Country Club Blvd, N Olmsted
Sponsors: US Council for Int'l Business, US Commercial Service, N OH District Export Council.
Presented by: Frank Reynolds, US Representative to ICC Incoterms Revision Committee
*To register: ph: (800) 865-6201.

EVENTS ABROAD
Contact us for additional information if interested in any of these events.

Hungary, Poland, & Slovakia: Auto Parts Trade Mission
March 17-21, 2003

Mexico (Monterrey): Expo Manufactura 2003
March 25 - March 27
Mexico's largest metalworking & manufacturing event. Exhibit booths and/or catalog shows are available.
*Contact us for more information.

Africa & Near East: "Infrastructure USA" Catalog Exhibition
March 31 - April 22, 2003
Showcases US product literature & videos in nine countries.

Russia: Automotive Parts & Components Trade Mission
April 6 - 12, 2003
Russia's fast-growing automotive industry will need US parts, both OEM & aftermarket.

Australia: International Engineering Exhibition (AIEE) - US Product Literature Center
April 29 - May 1
Largest Australian trade show for manufacturing & engineering.

Mexico: Ohio Governor Trade Mission to Mexico City, Guadalajara & Monterrey
May 13 - May 21
For Ohio companies interested in finding Mexican partners. Custom packages for partial participation. Meetings arranged through our Mexican posts. FirstEnergy customers may qualify for a subsidy of matchmaking costs.
*Contact: Hans Rosebrock, hdrosebrock@firstenergycorp.com, ph: (419) 249-5230 or Randy Hochstetter at: (614) 466-5017, rhochstetter@odod.state.oh.us.

Brazil (Sao Paulo): "Electronic Americas"
May 19 - May 23
Largest event in South America for electronic components, assembly, & production.

Costa Rica, Guatemala & Panama: Automotive Parts & Service Equipment Trade Mission
June 1 - June 7
Maintaining aging fleets is of great importance in these countries. Appointments include interpreter & logistical support.

Canada: REPCAN Toronto 2003
June 18-June 19
REPCAN is a proven way to connect with representatives, distributors, and/or customers in one-on-one meetings with companies pre-qualified by our Toronto office.